

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 240615Z MAY 76

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 5642

AMCONSUL KARACHI

USDOC

INFO AMCONSUL LAHORE

UNCLAS ISLAMABAD 5287

E.O. 11652: N/A

TAGS: BEXP, BENC, PK

SUBJ: MAJOR PROJECTS: MUSTEHKAM CEMENT PLANT

REF: (A) ISLAMABAD 5029; (B) LAHORE 592

1. ON MAY 22, A/DCM CALLED ON PRODUCTION SECRETARY S. B. AWAN AND RECEIVED EXPLANATION ON GOP AWARD DECISION GIVING PLANT CONTRACT TO KHD OF GERMANY. AWAN SAID THAT THE MINISTRY DID NOT BELIEVE THE STATE CEMENT CORP HAD ACTED INAPPROPRIATELY IN MAKING ITS DECISION AND THAT THE AWARD WAS NOW FINAL.

2. AWAN HAD HIS TOP AIDE, ADDITIONAL SECRETARY ALAUDDIN AHMAD, PRESENT AND THEY EXPLAINED THAT THE FIGURES ON BIDDING SUPPLIED BY FULLER (A COPY OF WHICH A/DCM GAVE TO AWAN) WERE INCOMPLETE IN THAT THEY SHOWED FOB AND NOT CIF PRICES. FULLER'S TRANSPORTATION COSTS, THEY SAID, WERE ABOUT DOLS400,00 HIGHER THAN KHD'S. WHEN THESE WERE INCLUDED, THE RESULTS INDICATED THAT THE WINNING BIDDER (KHD) WAS LOWER THAN FULLER. (A/DCM CONSIDERED IT INAPPROPRIATE TO ASK WNY THE LOWERS FOB BIDDER, ANOTHER GERMAN FIRM, BUEHLER-MIAG, HAD NOT WON THE CONTRACT SINCE ITS FREIGHT CHARGES WERE PRESUMABLY LITTLE DIFFERENT FROM KHD.)

3. IN RESPECT TO FULLER'S COMPLAINT THAT IT HAD BEEN
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UNABLE TO GET AN EXPLANATION ABOUT THE AWARD FROM THE

STATE CEMENT CORP, AWAN SAID THAT A FEW DAYS AFTER THER
AWARD WAS ANNOUNCED HIS MINISTRY HAD INSTRUCTED STATE
CEMENT TO INFORM THE BIDDERS ABOUT THE AWARD PROCEDURES
FOLLOWED AND THE MINISTRY UNDERSTOOD THAT THIS HAD NOW BEEN DONE.

4. AWAN EXPRESSED THE HOPE THAT IN ANY FUTURE OPEN
COMPETITION, AMERICAN FIRMS LIKE FULLER WOULD CONTINUE
TO WANT TO PARTICIPATE.

5. FOR USDOC: PLEASE PASS ABOVE TO FULLER CORP.

6. FOR KARACHI: PLEASE INFORM FULLER AGENT.
BYROADE

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NNN

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